



# COMMONWEALTH of VIRGINIA

DEPARTMENT OF MEDICAL ASSISTANCE SERVICES  
600 East Broad Street, Suite 1300  
Richmond, VA 23219

May 6, 2016

## ADDENDUM No. 1 TO VENDORS:

Reference Request for Proposal: RFP 2016-01  
Dated: April 29, 2016  
Due: June 30, 2016

Below are updates that may delete, add, modify or clarify certain aspects of the aforementioned RFP. Please incorporate as necessary.

### Page 24, Section 2.10, Proposal:

ADD – Subsection 3.8.4 Specialty Plan and associated page limit is added to table per the following:

3.8 Innovation		
3.8.1 Delivery System Reform	2	
3.8.2 Health Homes	2	
3.8.3 VBP	5	
3.8.4 Specialty Plan	7	

### Page 126 -127, Section 6.3, Operations:

CHANGE – Subsection(s) located on page 126-127 numbered 6.3.4 through 6.3.4.4 are renumbered per the following:

#### ~~6.3.4~~ 6.3.33 Coordination of Other Coverage

The Contractor shall be responsible for coordination of benefits for its MTSS members as described in the MLTSS Contract.

#### ~~6.3.4.1~~ 6.3.34 Comprehensive Health Coverage

Members enrolled in Medicaid, determined by the DMAS as having comprehensive health coverage including Medicare, will remain enrolled in MLTSS. The Contractor is responsible for coordinating all benefits with Medicare and other insurance carriers (as applicable) and following Medicaid “payer of last resort” rules. The contractor shall also cover the member’s deductibles and coinsurance up to the maximum allowable reimbursement amount that would have been paid in the absence of other primary insurance coverage. When the other payor is a commercial MCO/HMO organization, the Contractor is responsible for

the full member copayment amount. The Contractor shall ensure that the member is held harmless for payments and copayments for any Medicaid covered service.

Under Section 1902 (a)(25) of the Social Security Act (42 U.S.C. §1396 a (a)(25)), the State is required to take all reasonable measures to identify legally liable third parties and pursue verified resources. The Contractor shall take responsibility for identifying and pursuing comprehensive health coverage. Any moneys recovered by third parties shall be retained by the Contractor and identified monthly to the Department. The Contractor shall notify DMAS on a monthly basis of any members identified during that past month who were discovered to have comprehensive health coverage.

#### **~~6.3.4.2~~ 6.3.35 Workers' Compensation**

If a member is injured at his or her place of employment and files a workers' compensation claim, the Contractor shall remain responsible for all services. The Contractor may seek recoveries from a claim covered by workers' compensation if the Contractor reimbursed providers and the claim is approved for the workers' compensation fund. The Contractor shall notify DMAS on a monthly basis of any members identified during that past month who are discovered to have workers' compensation coverage.

If the member's injury is determined not to qualify as a worker's compensation claim, the Contractor shall be responsible for all services provided while the injury was under review, even if the services were provided by out-of-network providers, in accordance with worker's compensation regulations.

#### **~~6.3.4.3~~ 6.3.36 Estate Recoveries**

The Contractor is prohibited from collecting estate recoveries. The Contractor shall notify DMAS on a monthly basis of any members identified during that past month who have died and are over the age of 55.

#### **~~6.3.4.4~~ 6.3.37 Other Non-Health Insurance Coverage**

The Department retains the responsibility to pursue, collect, and retain all non-health insurance resources such as casualty, liability, estates, child support, and personal injury claims. The Contractor is not permitted to seek recovery of any non-health insurance funds.

Members with these other resources shall remain enrolled in MLTSS. The Contractor shall notify the Department or its designated agent on a monthly basis of any members identified during that past month who are discovered to have any of the above coverage types, including members identified as having trauma injuries. The Contractor shall provide DMAS with all encounter/claims data associated with care given to members who have been identified as having any of the above coverage.

**NOTE: Table of Contents is also updated as appropriate to reflect the above changes.**

### **MANDATORY PREPROPOSAL CONFERENCE UPDATE:**

As stated in the MLTSS RFP, RFP 2016-01, proposals will only be accepted from Offerors who are represented at the mandatory preproposal conference. The mandatory preproposal conference will be held on May 10, 2016, 2:00 P.M. local time at the Department of Medical Assistance Service, 600 E. Broad Street, Conference Room 7B, Richmond, VA 23219. Offerors should plan to arrive early and should follow the purpose/preregistration and day of conference instructions explained below.

#### **Purpose / Preregistration Instructions**

1. The purpose of this conference is to allow DMAS an opportunity to clarify various facets of the RFP.
2. DMAS will not respond to questions during the preproposal conference.
3. Due to the importance of all Offerors having a clear understanding of the specifications/scope of work and requirements of this RFP, attendance at this conference is a required prerequisite for submitting a proposal.

4. Offerors should pre-register with DMAS by 1:00PM local time the day before the conference (Monday, May 9, 2016) by sending an email to [RFP2016-01@dmass.virginia.gov](mailto:RFP2016-01@dmass.virginia.gov); include the name of Offeror and names of Offeror's participating representatives.

**Day of Conference Instructions – Sign-in on the First Floor of the Building Lobby**

1. Offerors' representatives should plan to arrive early to the conference. For reference, representatives are encouraged to bring a copy of the RFP (copies will not be distributed).
2. For security purposes, all conference attendees must sign-in as guests on the first floor of the building lobby; this is required in addition to preproposal registration. Photo ID is required to confirm proof of identity.
3. All Offerors must *also* sign the preproposal roster; the preproposal roster shall be the official record of attendance for the MLTSS RFP (RFP 2016-01) preproposal conference.
4. No one will be permitted to sign the preproposal roster after 2:15 PM local time on day of conference. Proposals shall only be accepted from Offerors who have signed the preproposal roster.
5. To facilitate the entry/registration process described above, early preregistration of Offerors representatives is highly encouraged.
6. Due to space limitations, Offerors are reminded of the limit of two (2) representatives each at the preproposal conference.
7. Due to space limitations under city fire code regulations, admittance cannot be guaranteed once the room reaches capacity.

**Please preregister and direct all questions via email to [RFP2016-01@dmass.virginia.gov](mailto:RFP2016-01@dmass.virginia.gov)**

A signed acknowledgment of this addendum must be received by this office either prior to the due date and hour required or attached to your proposal response. Signature on this addendum does not substitute for your signature on the original proposal document. The original proposal document must be signed.

Sincerely,



Christopher M. Banaszak  
DMAS Contract Manager

Name of Firm: \_\_\_\_\_

Signature and Title: \_\_\_\_\_

Date: \_\_\_\_\_